

ALABAMA PLAN

We will contact legislative friends who will prepare letters to OSHA and copy the Alabama Congressional Delegation.

Allied groups will be used to submit letters of opposition to OSHA's proposed rule. We will request our allies to notify their membership through mailings or newsletters.

The industry lobbying team will be instrumental in encouraging expanded participation. Our lobbyist, Lester White, will coordinate the contact effort and the return of copies of letters to OSHA.

ALABAMA CONTACT LIST

Contact Made By:

1. Elected Officials

- Representative Joe Carothers
- Governor Jim Folsom
- Representative John Beasley
- Senator Lowell Barron
- Senator Fred Horn
- Representative Ron Johnson

2. Hospitality Association and Businesses

- Alabama Restaurant Association
- Alabama Hotel & Motel Association

3. Businesses and Trade Associations

- Alabama Grocers Association
- Alabama Oilmans Association
- Alabama Retail Association
- Alabama Tobacco and Candy Distributors Association
- Business Council of Alabama
- Alabama Trial Lawyers Association
- Alabama Association of Realtors
- Alabama Beer & Wine Association
- Alabama Service Station Association

2046419198

ALASKA PLAN

Our plan in Alaska is to target individuals, wholesale associations, hospitality industry associations and businesses to submit comments opposing the proposed OSHA standards. The objective is to raise the awareness of the impact of that proposed OSHA standards will have on the identified groups.

ALASKA CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Alaska Cabaret, Hotel & Restaurant Association
2. Businesses and Trade Associations
 - National Federation of Independent Business
 - Tobacco and Candy Wholesalers

2046419199

ARIZONA PLAN

This state represents an excellent opportunity for a broad-based and wide-ranging set of comments on the proposed OSHA rules. TI field staff, member company counterparts and Don Isaacson, TI's Arizona legislative consultant, will work to solicit and obtain a diverse range of comments from traditional allies in the hospitality industry, legislators and business people who have assisted in recent local issues.

ARIZONA CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Ned King (R)
 - Senator Jan Brewer (R) - Majority Whip
2. Hospitality Association and Businesses
 - Arizona Restaurant Association
 - Roger Egan, McDuffy's Sports Bar (Tempe)
 - Scott Davis, Rainbows End Bar & Restaurant (Sedona, AZ)
 - Patty Dallas, Dallas House (Scottsdale)
 - Arizona Licensed Beverage Association
 - Southern Arizona Hospitality Association (Hotel/Motel, Pima, AZ)
3. Businesses and Trade Associations
 - Tracy Tartaglio, Troy Vending Inc. (Phoenix)

2046419200

ARKANSAS PLAN

Our lobbyist, Stewart Bell, will coordinate the letter writing campaign in Arkansas. We have 8 - 10 legislators who will write letters and copy the congressional delegation. We have some friends in agencies that we will ask to write letters expressing revenue losses to the state.

We will make the requests for letters by the ally associations and their membership. We will also request copies of those letters.

Finally, we need to activate smokers lists in Arkansas to generate any large quantity of letters.

ARKANSAS CONTACT LIST

Contact Made By:

1. Elected Officials

- Representative James G. Dietz
- Representative Wanda Northcutt
- Director Jim Pledger - Department of Finance & Administration
- Representative James Allen
- Representative L.L. "Doc" Bryan
- Representative Bob Fairchild
- Representative Bruce Hawkins
- Representative Bobby Hogue
- Senator Mike Bearden
- Senator Wayne Dowd
- Senator Cliff Hoofman

2. Hospitality Association and Businesses

- Arkansas Hospitality Association

3. Businesses and Trade Associations

- Arkansas Tobacco, Candy and Wholesale Grocers Association
- Arkansas Oil Marketers
- Arkansas Association of Commerce
- Arkansas State Chamber of Commerce
- National Federation of Independent Business
- Wholesale Distributors

4. Gaming Industry

- Oaklawn Racetrack
- Southland Greyhound Racetrack

2046419201

CALIFORNIA PLAN

In order to develop a volume of responses, we will need the active involvement of the Dolphin Group to get individual hotel and restaurant comments. There is no budget allocated currently by the companies or TI to bring them on board for this task. If they do not have the time to undertake this task, we would need to seek out other individuals, such as Rudy Cole, Jeanette Roach and others, to achieve this goal.

Association and elected official letters can be generated, but will require the cooperation of Philip Morris and R.J. Reynolds personnel and lobbyists.

CALIFORNIA CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Individual restaurants
 - Individual hotels
2. Businesses and Trade Associations
 - California Manufacturers Association
 - California State Chamber of Commerce
 - California Wholesalers Association
 - Retailers (through National Association contacts)

2046419202

COLORADO PLAN

Here we will be seeking comments from our limited number of traditional allies within the state: tobacco wholesalers, liquor wholesalers, and the Greater Denver Hotel/Motel Association. We will also request that legislators with reasonable and open-minded views on smoking issues file comments with OSHA. Lastly, we will also request that Philip Morris have their local Denver public relations firm of Russell, Karsh & Hagan obtain additional OSHA comments to supplement our Colorado effort.

COLORADO CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Mary Epps (R)
 - Senator Ray Powers (R)
 - Representative Phil Pankey (R)
2. Hospitality Association and Businesses
 - Greater Denver Hotel/Motel Association
3. Businesses and Trade Associations
 - Colorado Association of Distributors
 - Colorado Liquor Wholesalers

2046419203

CONNECTICUT PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

CONNECTICUT CONTACT LIST

Contact Made By:

1. Elected Officials
 - Senator Gunther
2. Hospitality Association and Businesses
 - Connecticut Restaurant Association
 - Connecticut Restaurant and Bar Owners

2046419204

DELAWARE PLAN

Contact will be made with the potential allies through the TI, Philip Morris, and RJR field consultants and field staffs. The trade associations will be asked to alert their memberships. A summary of the proposed regulation, a draft article, and appropriate suggested letters will be provided each organization for distribution.

CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Delaware Restaraunt Association
2. Businesses and Trade Associations
 - Delaware Chamber Commerce
 - Delaware wholesale tobacco companies
3. Law Enforcement Officials
 - Sheriffs Association

2046419205

FLORIDA PLAN

Contact will be made with the potential allies by the lobbyists, other consultants, and industry employees as appropriate. The trade associations will be asked to alert their memberships for additional comments. They will be provided a summary of the proposed regulation and suggested letter. The efforts with the tort reform legislation may provide a base of potential constituents for additional efforts for intensive contact. This is a state in which additional efforts may be very beneficial, particularly considering the indoor air problems, organized labor, and the state laws.

CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Harry Goode
 - Broward County officials
2. Hospitality Association and Businesses
 - Florida Restaraunt Association
 - Florida Hotel & Motel Association
3. Businesses and Trade Associations
 - Florida Retailers Association
 - Florida Petroleum Marketers Association
 - Reliable Vending Service, Inc.
 - Florida Tobacco and Candy Association

2046419206

GEORGIA PLAN

Contact will be made with the potential allies by the industry lobbyists, local consultants and industry field staffs. The trade associations will be asked to alert their memberships. A summary of the proposed regulation and suggested letters will be provided to them by the contact person. Brown and Williamson will also be asked to assist in identification and contact with potential allies.

CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Restaraunts from Augusta, GA, local efforts
2. Businesses and Trade Associations
 - Georgia Retail Association
 - Georgia Association of Convenience Stores
 - Georgia Oilmans Association
 - Georgia Farm Bureau
 - B.F.D. Tobacco Equipment Company
 - Pipe & Tobacco Council
 - Tobacco wholesalers

2046419207

HAWAII PLAN

Due to the inability to get to Hawaii to meet trade groups, we will have to ask TI, Philip Morris and R.J. Reynolds lobbyists to make all contacts. We will ask that they contact the hospitality industry and individual restaurant, hotel and retail groups to get some quality letters.

All of the lobbyists will be asked to get letters from elected officials. Again, it is imperative we have the cooperation of Philip Morris and R.J. Reynolds personnel and lobbyists.

HAWAII CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Individual restaurants
 - Individual hotels
2. Businesses and Trade Associations
 - Retail groups

2046419208

IDAHO PLAN

Our plan in Idaho is to target individuals, trade associations, hospitality associations and businesses to submit comments opposing the proposed OSHA standards. The objective is to raise the awareness of the impact of that proposed OSHA standards will have on the identified groups.

IDAHO CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Idaho Restaurant Association
2. Businesses and Trade Associations
 - Association of Commerce & Industry
 - Idaho Council on Industry and the Environment
 - Idaho Tobacco and Candy Association
 - Idaho Retailers Association

2046419209

ILLINOIS PLAN

Through our lobbyists, those of R.J. Reynolds and Philip Morris, we can cover the trade associations, unions and elected officials.

We will attempt to get a volume of responses from restaurant and hotels through R.J. Reynolds' lobbyist and our lobbyist.

ILLINOIS CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Illinois Restaurant Association
2. Businesses and Trade Associations
 - Illinois Retailers Association
 - Illinois Wholesaler Association
 - Illinois Manufacturers Association
 - Illinois State Chamber of Commerce

2046419210

INDIANA PLAN

Through TI and company contacts, we can secure comments from trade associations in Indiana. We can also get some elected official comments, but we will need the involvement of Philip Morris and R.J. Reynolds' lobbyists, in addition to ours.

If Walter Woodson could use his tobacco grower contacts to generate letters, this would increase our volume.

INDIANA CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Indiana Restaurant Association
2. Businesses and Trade Associations
 - Indiana Manufacturers Association
 - Indiana Wholesalers Association
 - Indiana Retailers Association

2046419211

IOWA PLAN

The following is the OSHA contact list for Iowa. It includes the names of industry lobbyists, businesses, trade associations and hospitality industries we will contact for assistance. All will be assigned the task of seeking quality and quantity comments to OSHA. Lobbyists to make contacts will be assigned legislators to write specific letters; trade association executives and hospitality industry executives will seek their memberships' comments. Most will include the information regarding OSHA's proposed rules and sample letters in their monthly newsletters advising members to submit comments to OSHA.

IOWA CONTACT LIST

Contact Made By:

1. Elected Officials
2. Hospitality Association and Businesses
 - Iowa Restaurant & Beverage Association
3. Businesses and Trade Associations
 - Iowa Association of Business and Industry
 - Iowa Wholesalers Association
 - Association of Iowa Merchants
 - Kum & Go Food Stores
 - Iowa Grocers Association
4. Lobbyists to make contacts:
 - Chuck Wasker, Wasker, Dorr, Wimmer, Marcouiller
 - Bill Wimmer, Wasker, Dorr, Wimmer, Marcouiller
 - Lowell Junkins, Lowell Junkins & Associates
 - Cal Hultman
 - Ed Yelick, Personal Representatives, Inc.
 - Ned Chiodo, Personal Representatives, Inc.

2046419212

KANSAS PLAN

Our effort in the "Sunflower State" will focus on obtaining positive comments from the state's political leadership. We will supplement these comments with our allies in the tobacco, vending and wholesaler associations, as well as the Kansas Restaurant Association and the Chamber of Commerce. Success in Kansas will be especially dependent upon a "team approach" between member company field personnel, TI field staff and the Kansas industry team.

KANSAS CONTACT LIST

Contact Made By:

1. Elected Officials
 - Senator Bud Burke (R) - Senate President
 - Attorney General Bob Stephas (R)
 - Governor Joan Finney (D)
2. Hospitality Association and Businesses
 - Kansas Restaurant Association
3. Businesses and Trade Associations
 - Kansas Association of Tobacco and Candy Distributors
 - Kansas Chamber of Commerce
 - Kansas Automated Merchandise Association

2046419213

KENTUCKY PLAN

In Kentucky, we will seek out our usual allies who are dominated by the agricultural segment of our industry. We will prepare letters for them and request they copy the Congressional delegation.

Many of our friends in the legislature and state agencies will be contacted to prepare and send letters to OSHA.

The management of tobacco manufacturers will be informed of the program to write letters to OSHA. They will be asked to send letters and copy the delegation also.

KENTUCKY CONTACT LIST

Contact Made By:

1. Elected Officials

- Representative Kenny Rapier
- Lt. Governor Paul Patton
- Attorney General Chris Gorman
- Senator Kim Nelson
- Senator "Eck" Rose
- Representative Larry Clark
- Representative Greg Stembo
- Senator Ed Ford
- Senator Rick Rand
- Senator David Bosewell

2. Businesses and Trade Associations

- Kentucky Candy & Tobacco Distributors
- Kentucky Farm Bureau Federation
- Burley Auction Warehouse Association
- Kentucky Retail Federation
- Kentucky Grocers Association
- Associated Industries of Kentucky
- Council for Burley Tobacco
- Burley Tobacco Growers Cooperative Association
- Steming District Tobacco Association

2046419214

LOUISIANA PLAN

The time to press for grassroots action on the OSHA rule is now until June 29th. Louisiana Legislature will hold one regular session and probably two special sessions during this time period.

Our lobbyist will make the contacts with the industry team and our coalition members. We also can produce a number of letters from legislators and state officials.

LOUISIANA CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Louisiana Restaurant Association
 - Louisiana Hotel/Motel Association
2. Businesses and Trade Associations
 - Louisiana Retailers Association
 - Vending Machine Operators of Louisiana
 - Louisiana Association of Business and Industry
 - Louisiana Food and Tobacco Distributors
 - National Federation of Independent Businesses
 - Louisiana Grocers Association

2046419215

MAINE PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

MAINE CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Maine Innkeepers Association
 - Maine Restaurant Association
2. Businesses and Trade Associations
 - Maine Grocers Association
 - Maine Chamber of Commerce and Industry
 - Maine Alliance

2046419216

MARYLAND PLAN

This plan will be developed in greater detail after the May 3 Public Hearing on the proposed regulation by the state OSHA. It is premature to have the contacts on the Federal OSHA regulation to allies until after the middle of May.

However, the base of allies will be extensive and will also be very active. It may also provide the needed press from a state re: business reaction to the proposed regulation.

CONTACT LIST

Contact Made By:

1. Elected Officials
2. Hospitality Association and Businesses
3. Businesses and Trade Associations
4. Gaming Industry
5. Commercial Building Operators and Tenants
6. Ventilation Experts and Businesses
7. Law Enforcement Officials

2046419217

MASSACHUSETTS PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

MASSACHUSETTS CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Massachusetts Lodging Association
 - Licensed Premise Association (Bar & Tavern Owners)
2. Businesses and Trade Associations
 - Massachusetts Association of Realtors
 - Associated Industries of Massachusetts

2046419218

MICHIGAN PLAN

Due to the many problems we are having in Michigan at the present time, I believe we can anticipate the volume of letters will be minimal from elected officials. We will work with the appropriate trade associations to get letters. I feel this is a state where grassroots people from R.J. Reynolds can be very helpful in getting responses from individual retail outlets. We should not count on much from the Michigan Retail Association.

MICHIGAN CONTACT LIST

Contact Made By:

1. **Businesses and Trade Associations**
 - Michigan State Chamber of Commerce
 - Michigan Wholesalers Association
 - Small Retailers
 - Large Retailers (through National Association contacts)

2046419219

MINNESOTA PLAN

The following is the OSHA contact list for Minnesota. It includes the names of industry lobbyists, legislators, hospitality industries, businesses and trade associations we will contact for assistance. All will be assigned the task of seeking quality and quantity comments to OSHA. Lobbyists to make contacts will be assigned legislators to write specific letters; trade association executives and hospitality industry executives will seek their memberships' comments. Most will include the information regarding OSHA's proposed rules and sample letters in their monthly newsletters advising members to submit comments to OSHA.

MINNESOTA CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Chuck Brown (DFL)
 - Representative Don Frerichs (IR)
 - Senator Sam Solon (DFL)
 - Senator Jim Metzen (DFL)
2. Hospitality Association and Businesses
 - Minnesota Restaurant Association
 - Minnesota Licensed Beverage Association
3. Businesses and Trade Associations
 - Coalition for Responsible Vending Sales
 - Minnesota Candy and Tobacco Association, Inc.
 - Minnesota Automatic Merchandising Council
 - Minnesota Grocers Association
 - Minnesota Taypayers Association
 - Minnesota Chamber of Commerce
 - Minter Weisman
 - Media Services Incorporation
4. Lobbyists to make contacts:
 - Tom Kelm, North State Advisers
 - Doug Kelm, North State Advisers
 - David Hosazdovsky, DMH, Inc.
 - Jim Hirst, DMH, Inc.

2046419220

MISSISSIPPI PLAN

We will work through our traditional allies and their membership to provide letters to OSHA and the Mississippi congressional delegation.

We have a number of friends in the legislature and in state agencies who will be asked to write letters also.

MISSISSIPPI CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Tim Ford
 - Representative Charlie Williams
 - Senator Walter A. Graham
 - Senator William R. Minor
2. Hospitality Association and Businesses
 - Mississippi Restaurant Association
3. Businesses and Trade Associations
 - Retail Association of Mississippi
 - Mississippi Petroleum Marketers Association
 - Mississippi Association of Convenience Stores
 - Super Stop Convenience Stores
 - Mississippi Economic Council
 - Mississippi Manufacturers Association

2046419221

MISSOURI PLAN

We will request our lobbyist to work through the lobbying team to expand our list of allies in Missouri. They will be asked to prepare letters to OSHA and copy the Missouri congressional delegation. The association executives will be asked for their members to furnish letters and copies. Legislators will be asked to contribute letters to OSHA with copies to the delegation.

MISSOURI CONTACT LIST

Contact Made By:

1. Elected Officials

- Senator J.B. "Jet" Banks
- Senator Jim Mathewson
- Keith Shafer - Missouri Department of Mental Health
- Representative Bob Ward

2. Businesses and Trade Associations

- Missouri Association of Candy & Tobacco Distr.
- Missouri Retailers Association
- Missouri Convenience Store Council
- Missouri Automatic Merchandisers Association

2046419222

MONTANA PLAN

Our plan in Montana is to target a vast array of trade associations, hospitality associations and businesses to submit comments opposing the proposed OSHA standards. The objective is to raise the awareness of the impact of that proposed OSHA standards will have on the identified groups.

MONTANA CONTACT LIST

Contact Made By:

1. **Hospitality Association and Businesses**
 - Individual Restaurant Owners
 - Montana Inkeepers Association
 - Montana Tavern Association
 - Montana Tourism Coalition

2. **Businesses and Trade Associations**
 - Montana Candy & Tobacco Wholesalers Association
 - American Legion of Montana
 - Montana Beer and Wine Wholesalers Association
 - Montana Coal Council
 - Montana Contractors Association
 - Montana Retail Association
 - Montana Stockgrowers Association
 - Montana Wool Growers Association
 - Montana League of Cities and Towns
 - Montana Public Employees Association
 - Veterans of Foreign Wars Department of Montana

3. **Gaming Industry**
 - Casino Organization

2046419223

NEVADA PLAN

We will be seeking extensive comments from legislators and appropriate public officials in the "Silver State." We will stress the tie-in between Nevada's tradition of liberty, the strength of the Nevada Resort Association, which represents the vast majority of the gaming industry, and the fact that people come to Nevada for fun and pleasure, which often involves smoking, as well as gaming and drinking. Lastly, we will request comments from the Nevada Taxpayers Association on the economic impact of the OSHA rules, as well as the over-breadth of the proposed regulations. We anticipate requesting the full participation in Nevada of both Sam McMullen, Philip Morris' legislative consultant, and Harvey Whitemore, R.J. Reynolds' legislative consultant.

NEVADA CONTACT LIST

Contact Made By:

1. Elected Officials
 - Senator Len Nevin (D)
 - Assemblyman Joe Dini (D) - Speaker of the Assembly
 - Assemblywoman Myrna Williams (D) - Speaker Pro Tem
 - Senator Ray Schaffer (D)
 - Assemblyman Richard Perkins (D)
 - Mayor Jan Lafferty Jones (D) - Las Vegas, NV
 - Attorney General Frankie Sue Del Papa (D)
2. Businesses and Trade Associations
 - Nevada Wholesalers Association
 - Nevada Taxpayers Association
3. Gaming Industry
 - Nevada Resort Association

2046419224

NEW JERSEY PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

NEW JERSEY CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - New Jersey Restaurant Association
 - New Jersey Licensed Beverage Association
2. Businesses and Trade Associations
 - New Jersey Business and Industry Association
 - New Jersey State Chamber of Commerce
 - New Jersey Commerce and Industry Association
 - Chamber of Commerce of Southern New Jersey
 - The Travel Industry Association of New Jersey
3. Gaming Industry
 - New Jersey Casino Association

2046419225

NEW HAMPSHIRE PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

NEW HAMPSHIRE CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Bonnie Packard
 - Representative Art Klemm
 - Representative Anne Torr
2. Hospitality Association and Businesses
 - New Hampshire Restaurant & Hotel Operators Association
3. Businesses and Trade Associations
 - New Hampshire Retail Merchants Association
 - New Hampshire Retail Grocers Association

2046419226

NEW MEXICO PLAN

Bob Barberousse and Randy Morris will closely coordinate the acquisition of comments from the Tobacco Wholesalers and Retail Grocers Associations. We will also seek appropriate comment from the New Mexico Municipal League on the importance of state and local prerogatives in the field of smoking regulation, in contrast to the unreasonableness of the proposed OSHA rules. We will also work closely with Bob McBride, Philip Morris' New Mexico legislative consultant, on obtaining legislative comments.

NEW MEXICO CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Raymond Sanchez (D) - Speaker of the House
 - Representative Michael Olquin (D)
 - Senator Eddie Lopez (D)
2. Businesses and Trade Associations
 - New Mexico Wholesalers Association
 - New Mexico Municipal League
 - New Mexico Retail Grocers Association

2046419227

NEW YORK PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

NEW YORK CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Hotel Association of New York
 - New York State Hospitality and Tourism Association
 - United Restaurant, Hotel and Tavern Association of NYS, Inc.
2. Businesses and Trade Associations
 - Business Association of New York State
 - Business Council of New York State, Inc.
 - New York State Bowling Proprietors Association, Inc.
 - New York City Chamber of Commerce
3. Gaming Industry
 - New York State Association of Off Track Betting Corporation

2046419228

NORTH CAROLINA PLAN

Contact will be made through the lobbyists and industry employees as appropriate. The experience of the past two years will provide a base for the effort. This is a OSHA plan state. The state OSHA has had a very difficult situation for the last few years. The potential conflict with the recently past state law on smoking, which is in litigation, will provide a potential argument against the proposed regulation.

An industry meeting will be held in Raleigh in the next three weeks to finalize the assignments and review the lists of potential allies. This is also a state in which a very strong effort is attainable and beneficial. Consideration should be given to additional resources to be expended on this state.

CONTACT LIST

Contact Made By:

1. Elected Officials
 - Members of the General Assembly
 - Robert "Chick" Young, Mayor of Henderson
 - Greensboro County Commissioners
 - Labor Commisioner Payne
2. Hospitality Association and Businesses
 - North Carolina Hotel/Motel Association
 - North Carolina Restaraunt Association
3. Businesses and Trade Associations
 - North Carolina Citizens for Business and Industry
 - Furniture Manufacturers Association
 - North Carolina Retail Merchants Association
 - North Carolina Candy and Tobacco Wholesalers Association
 - North Carolina Farm Bureau Federation
 - North Carolina State Grange
 - Leaf Tobacco Exporters Association
 - Tobacco Growers Association of North Carolina
 - Bright Belt Warehouse Association

2046419229

NORTH DAKOTA PLAN

The following is the OSHA contact list for North Dakota. It includes the names of industry lobbyists, businesses and trade associations we will contact for assistance. All will be assigned the task of seeking quality and quantity comments to OSHA. Lobbyists to make contacts will be assigned legislators to write specific letters; trade association executives will seek their memberships' comments. Most will include the information regarding OSHA's proposed rules and sample letters in their monthly newsletters advising members to submit comments to OSHA.

NORTH DAKOTA CONTACT LIST

Contact Made By:

1. **Businesses and Trade Associations**
 - North Dakota Grocers Association
 - Greater North Dakota Association
 - Delmar Vending and Coin Operators
 - F&M Jobbing
 - McKone Cigar
 - FM Wending
2. **Lobbyists to make contacts:**
 - Ginny Corwin, Corwin Communications
 - Tom Kelsch & Todd Kranda, Kelsch, Kelsch, Fuff & Austin

2046419230

OHIO PLAN

We will work to get letters from elected officials through TI, R.J. Reynolds and Philip Morris lobbyists. We will work with the grocers and retail associations to get their help to generate letters. In addition, R.J. Reynolds grassroots people and Philip Morris contract people could be very helpful in generating the volume of comments we need from Ohio.

If Walter Woodson could ask his farm contacts for help from the tobacco farmers in southern Ohio, this would be another possibility for comments.

OHIO CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Ohio Licensed Beverage Association
2. Businesses and Trade Associations
 - Ohio Retailers Association
 - Ohio Grocers Association
 - Ohio Wholesalers Association

2046419231

OKLAHOMA PLAN

We will contact our legislative friends who will write letters to OSHA and copy the Oklahoma congressional delegation.

Allied groups will be requested to submit letters of opposition to OSHA's proposed rule. We will ask them to notify their members with mailings and supply us with names of individual members who will write letters.

The industry lobbying team will encourage expanded participation in this effort. Our lobbyist, Ken Nance, will coordinate the contact effort and the return of copies of letters addressed to OSHA.

OKLAHOMA CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Bob Culver
 - Representative Jeffy Hefner
 - Senator Lewis Long
 - Representative Karroll Rhoads
2. Businesses and Trade Associations
 - Oklahoma Vendors Association
 - Oklahoma Association of Tobacco & Candy Distributors

2046419232

OREGON PLAN

Our plan in Oregon is to target individuals, trade associations, hospitality associations and businesses to submit comments opposing the proposed OSHA standards. The objective is to raise the awareness of the impact of that proposed OSHA standards will have on the identified groups.

OREGON CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Oregon Restaurant Association
2. Businesses and Trade Associations
 - Associated Oregon Industries
 - Oregon Food Industry

2046419233

PENNSYLVANIA PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

PENNSYLVANIA CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Pennsylvania Restaurant Association
 - Pennsylvania Licensed Beverage Association
2. Businesses and Trade Associations
 - Pennsylvania Chamber of Business and Industry
 - Greater Philadelphia Chamber of Commerce
 - Pennsylvania Federation of Fraternal and Social Organizations
3. Gaming Industry
 - Pennsylvania Racing Association

2046419234

RHODE ISLAND PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

RHODE ISLAND CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Rhode Island Hospitality Association
 - Rhode Island Licensed Beverage Association
2. Businesses and Trade Associations
 - Greater Providence Chamber of Commerce
 - Rhode Island Liquor Store Association
 - Lincoln Greyhound Park
 - Newport Jai Alai Sprots Theater

2046419235

SOUTH CAROLINA PLAN

Contact will be made with the potential allies by the industry lobbyists and the field staffs. The trade associations will be asked to comment and alert their memberships. They will be provided a summary of the proposed regulation and suggested letters for distribution.

CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - South Carolina Hotel/Motel Association
2. Businesses and Trade Associations
 - South Carolina Retail Merchants Association
 - South Carolina Chamber of Commerce
 - South Carolina Association of Convenience Stores
 - South Carolina Farm Bureau
 - South Carolina Tobacco wholesalers
 - South Carolina Tobacco Warehouse Association
 - Farm equipment dealers

2046419236

SOUTH DAKOTA PLAN

The following is the OSHA contact list for South Dakota. It includes the names of industry lobbyists, legislators, business, trade associations and hospitality industries we will contact for assistance. All will be assigned the task of seeking quality and quantity comments to OSHA. Lobbyists to make contacts will be assigned legislators to write specific letters; trade association executives and hospitality industry executives will seek their memberships' comments. Most will include the information regarding OSHA's proposed rules and sample letters in their monthly newsletters advising members to submit comments to OSHA.

SOUTH DAKOTA CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative John Sears
 - Representative Steve Cutler
 - Senator Lars Herseth
2. Hospitality Association and Businesses
 - South Dakota Restaurant Association
 - South Dakota Innkeepers Association
 - South Dakota Licensed Beverage Dealers Association
3. Businesses and Trade Associations
 - Sioux Falls Chamber of Commerce
 - South Dakota Retailers Association
 - South Dakota Association of Tobacco & Candy Distributors
4. Lobbyists to make contacts:
 - Jeremiah D. Murphy, Boyce, Murphy, McDowell & Greenfield
 - Doug Hajek, Boyce, Murphy, McDowell & Greenfield
 - George Valentine, Capital Enterprises
 - Bill Dougherty, Dougherty Consulting Service
 - Ronald Olinger, Olinger Law Firm

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TENNESSEE PLAN

Tennessee allies fall into two categories: sellers and producers. Our lobbying team will mount a letter writing campaign beginning with elected officials and legislators. They will move on to allies and associations, and then to the membership of the various associations across the state. This effort will be enhanced by letters from tobacco farmers, farm bureaus and businesses that derive their livelihood from sales to farmers.

CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Jimmy Naifeh
 - Representative H.E. Bittle
 - Representative Shelby Rhinehart
 - Representative Tommy Haun
 - Senator Milton Hamilton
 - Senator Ward Crutchfield
 - Senator John Ford
 - State Treasurer Steve Adams
2. Hospitality Association and Businesses
 - Tennessee Restaurant Association
3. Businesses and Trade Associations
 - Tennessee Wholesale Grocers Association
 - Burley Stabilization Corporation
 - Tennessee Retail Grocers Association
 - Eastern Dark Fired Tobacco Growers Association
 - Tennessee Farm Bureau Federation

2046419238

TEXAS PLAN

Texas is a very large and diverse state. Our lobbying team is located in Austin, along with most of the trade associations and the Legislature.

To undertake a program with large enough dimensions and to deliver the desired impact, we need to begin with our contacts in the state legislature, our allies and members of our coalition adversely affected by the proposed OSHA ruling. This will create the nucleus of the effort, spreading outward across the state through the membership of our allied organizations.

CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Texas Restaurant Association
2. Businesses and Trade Associations
 - Texas Retailers Association
 - Texas Oil Marketers Association
 - Texas Association of Businesses
 - Texas Association of Wholesale Distributors
 - National Federation of Independent Businesses
 - Texas Chamber of Commerce
 - Texas Food Industry Association

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UTAH PLAN

TI's Utah legislative consultant, Jim Stewart, will handle the on-site acquisition of comments from our long-time coalition of allies in Utah, and will work in concert with Sue Ferry, Philip Morris' Utah legislative consultant. These comments will focus on the fact that Utah has been a leader in this field, first with the Indoor Clean Air Act in the mid-1970's and again in 1994 with passage of HB #50, restricting smoking and establishing a state-wide smoking standard. A similar focus will be sought in the comments from state legislators on this issue.

UTAH CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Tom Matthews (D)
 - Senator Mike Dmitric (D) - Minority Whip
 - Representative Met Johnson (R)
 - Senator Brent Richards (R)
 - Salt Lake County Commissioner Randy Horiuchi (D)
2. Hospitality Association and Businesses
 - Utah Hospitality Association
 - Utah Hotel/Motel Association
 - Utah Licensed Beverage Association
3. Businesses and Trade Associations
 - Utah Bowling Proprietors Association
4. Miscellaneous Allies
 - Utah Rights Coalition

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VERMONT PLAN

Contact will be made with potential allies through TI and the member companies. Also, the member companies will be asked to activate their grassroots/mobilization program. It's focus will center on small businesses. We will request that trade associations alert their memberships and ask for individual letters of opposition.

VERMONT CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Vermont Business and Restaurant Association
2. Businesses and Trade Associations
 - Associated Industries of Vermont
 - Vermont Chamber of Commerce
 - Vermont Grocers Association
 - Vermont Retail Association
 - Vermont Vending & Music Operators Association

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VIRGINIA PLAN

Contact will be made with the potential allies through the lobbyists, local consultants of the companies, and industry employees, as appropriate. A meeting of the industry in Richmond will be convened to detail the assignments and further develop the allie lists. This is also a state in which a concentrated effort needs to be initiated to develop volume and quality. The state has an approved OSHA program, a state law with preemption, favorable political climate, and a strong industry presence.

CONTACT LIST

Contact Made By:

1. Elected Officials
 - Governor George Allen
2. Hospitality Association and Businesses
 - Virginia Hotel & Motel Association
 - Virginia Licensed Beverage Association
 - Virginia Restaraunt Association
3. Businesses and Trade Associations
 - Virginia Chamber of Commerce
 - Virginia Retail Merchants Association
 - Virginia Petroleum Jobbers Association
 - Virginia Food Dealers Association
 - Virginia Farm Bureau Federation

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WASHINGTON PLAN

As a point of information, the current head of Federal OSHA, Joe Dear, is from Washington State and while in Washington was the head of The Department of Labor & Industries which just recently adopted a rule that virtually bans smoking in the office environment unless smoking occurs in a separately ventilated area.

The Washington State Restaurant Association has previously taken the position of supporting a total statewide smoking ban. However, our experience on local issues in Pierce and King County, the two most populated counties in Washington State, has shown that the rank & file member of the restaurant association opposes a statewide smoking ban and would support accommodating both the smoker and nonsmoker.

Based upon our experience with the rank and file restaurant owners, as well as tavern owners, on local smoking restriction in Washington State and because of the recent action by the Washington State Department of Labor and Industries to ban smoking in the office environment, a comprehensive grassroots campaign effort should be developed targeting both the restaurants and tavern operators. Furthermore, the grassroots mobilization should also include bingo halls, card rooms, pool halls and bowling centers.

WASHINGTON CONTACT LIST

Contact Made By:

1. Businesses and Trade Associations
 - Association of Washington Businesses
 - Washington State Licensed Beverage Association
 - Washington State Federation of Clubs
 - Independent Business Association
 - National Federation of Independent Business
 - Individual Employers
 - Tobacco & Candy Wholesalers
2. Gaming Industry
 - Bingo Halls
 - Card Room Owners
3. Commercial Building Operators and Tenants
 - Building Owners & Managers Association

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WEST VIRGINIA PLAN

Contact will be made with the potential allies through the lobbyists and the employees of the industry, as appropriate. The trade associations will be asked to alert their memberships and submit comments on their behalf. They will be provided a summary of the proposed regulation and suggested letters. The coalition which was developed during this session on the workplace smoking legislation will be the first groups to be contacted.

CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - West Virginia Hotel & Motel Association
2. Businesses and Trade Associations
 - West Virginia Candy and Tobacco Association
 - West Virginia Amusement & Music Operators Association
 - West Virginia Association of Convenience Stores

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WISCONSIN PLAN

The following is the OSHA contact list for Wisconsin. It includes the names of industry lobbyists, businesses, trade associations and hospitality industries we will contact for assistance. All will be assigned the task of seeking quality and quantity comments to OSHA. Lobbyists to make contacts will be assigned legislators to write specific letters; trade association executives and hospitality industry executives will seek their memberships' comments. Most will include the information regarding OSHA's proposed rules and sample letters in their monthly newsletters advising members to submit comments to OSHA.

WISCONSIN CONTACT LIST

Contact Made By:

1. Hospitality Association and Businesses
 - Wisconsin Restaurant Association
 - Tavern League of Wisconsin
2. Businesses and Trade Associations
 - Wisconsin Action Coalition
 - Wisconsin Grocers Association
 - Wisconsin Association of Convenience Stores
 - Petroleum Marketers Association of Wisconsin
 - Wisconsin Association of Convenience Stores
 - Northern Wisconsin Tobacco Growers
 - Southern Tobacco Growers
 - Wisconsin Association of Distributors
 - Wisconsin Auto Gas Dealers Association
 - The O'Connor Company
 - Miller Brewing Company
3. Lobbyists to make contacts:
 - Stephen E. Bablitch, DeWitt, Porter, Huggett, Schumacher & Morgan
 - Richard Lewandowski, DeWitt, Porter, Huggett, Schumacher & Morgan
 - Tony Varda, DeWitt, Porter, Huggett, Schumacher & Morgan
 - Paul Siculo, Atinsky, Kahn, Siculo & Teper
 - Joe Czerwinski, Czerwinski Group, Inc.
 - John Forde
 - William Gerrard
 - Michael Vaughn, Murphy & Desmond
 - Patrick Essie, Smokeless Tobacco Council

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WYOMING PLAN

Our operation in Wyoming will highlight that state's tradition of independent thought and action. We will ask for comments from the Tobacco Wholesalers Association and from the Hotel/Motel Association. We will also seek a wide and diverse range of comments from state legislators who serve on both sides of the aisle in Cheyenne. Central to our position in Wyoming will be the fact that Wyoming is still exploring and considering its options with regard to indoor air quality issues and that principals of federalism should prevail over OSHA's federal dictates.

WYOMING CONTACT LIST

Contact Made By:

1. Elected Officials
 - Representative Eli Bebout (D)
 - Representative Dick Wallice (R)
 - Senator Guy Cameron (D)
 - Representative Larry Shippy (R)
2. Hospitality Association and Businesses
 - Wyoming Hotel/Motel Association
3. Businesses and Trade Associations
 - Wyoming Candy, Tobacco and Coin Vendors Association

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